

203-011075-001

CENTRAL AMERICA DISCUSSION AGREEMENT  
FMC NO. 203-011075-001

1st Revised  
Page No. 2

ARTICLE 1: FULL NAME OF THE AGREEMENT

The full name of the Agreement is the Central America Discussion Agreement (the "Agreement").

ARTICLE 2: PURPOSE OF THE AGREEMENT

The purpose of the Agreement is, through authorization of discussion, consultation and development of consensus to foster commerce, service and stability in the trade while maintaining the parties freedom of competitive action.

ARTICLE 3: PARTIES TO THE AGREEMENT

The parties to the Agreement are:

Association Parties

CROWLEY CARIBBEAN TRANSPORT, INC.  
1533 Sunset Drive  
Coral Drive, Florida 33143

SEABOARD MARINE, LTD.  
1300 N.W. 78th Avenue  
Miami, Florida 33126

SEA-LAND SERVICE, INC.  
10 Parsonage Road  
P.O. Box 800  
Iselin, New Jersey 08830

Independent Carrier Parties

ECUADORIAN LINE, INC.  
7220 N.W. 36th Street, #435  
Miami, Florida 33166

NORDANA LINE, INC.  
Suite 1000  
1235 North Loop West  
Houston, Texas 77008

FLAGSHIP CONTAINER LINE, INC.  
Box 869  
Mobile, Alabama 36601

CONCORDE SHIPPING, INC.  
929 Bienville Street  
New Orleans, Louisiana 70112

NEXOS LINE  
601 N. 13th Street  
Tampa, Florida 33602



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ARTICLE 9: DURATION AND TERMINATION OF THE AGREEMENT

This Agreement shall enter into force, and may be implemented, as of the first day it becomes effective pursuant to the Shipping Act of 1984. This Agreement shall continue in effect indefinitely until cancelled by the parties. Any party may terminate its membership in the Agreement by giving thirty (30) days written notice to the other parties. Notice of withdrawal of a party shall be promptly furnished to the Federal Maritime Commission.

ARTICLE 10: AMENDMENTS AND EXECUTION

This Agreement may be modified by unanimous agreement of the parties and any modification hereto shall be executed in writing. If it is executed by separate counterparts, each such counterpart shall be deemed an original, and all of which together shall constitute a single instrument.

IN WITNESS WHEREOF, the parties listed below have caused the foregoing Agreement to be executed on their behalf by their respective duly authorized officer or agent.

ASSOCIATION PARTY

Party: UNITED STATES/CENTRAL AMERICA LINER ASSOCIATION

By: 

Name: Philip F. Busby Title: Executive Director Date: 1/26/87

INDEPENDENT CARRIER PARTIES

Party: CONCORDE SHIPPING, INC.

By: 

Name: Robert C. Stroh Title: Executive Vice President Concorde Shipping Inc.  
As General Agents for Concorde Line, A Division

Party: ECOADORIAN LINE, INC. of Paxicom, Inc. San Francisco

By: 

Name: Chuck Schwarz Title: Vice President Date: 1/26/87

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ASSOCIATION PARTY

Party: UNITED STATES/CENTRAL AMERICA LINER ASSOCIATION

By: *Philip F. Busby* 1/26/87  
Name: Philip F. Busby Title: Executive Director Date:

INDEPENDENT CARRIER PARTIES

Party: Nordana Line Inc.

By: *Anthony Pacchiano* 3/26/87  
Name: Anthony Pacchiano Title: Northbound Line Manager Date:

Party: ECUADORIAN LINE, INC.

By: *Chuck Schwarz* 1/20/87  
Name: Chuck Schwarz Title: Vice President Date:

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ASSOCIATION PARTY

Party: UNITED STATES/CENTRAL AMERICA LINER ASSOCIATION

By: Philip F. Busby 1/26/87

Name: Philip F. Busby Title: Executive Director Date:

INDEPENDENT CARRIER PARTIES

Party: Flagship Container Line, Inc.

By: Roger Gonzalez 3/26/87

Name: Roger Gonzalez Title: President Date:

Party: ECOLENDORIAN LINE, INC.

By: Chuck Schwarz 1/20/87

Name: Chuck Schwarz Title: Vice President Date:

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ASSOCIATION PARTY

Party: UNITED STATES/CENTRAL AMERICA LINER ASSOCIATION

By: Philip F. Busby 1/26/87  
Name: Philip F. Busby Title: Executive Director Date:

INDEPENDENT CARRIER PARTIES

Party: Nexos Line, Inc.

By: Victor Cruz 3/26/87  
Name: Victor Cruz Title: Managing Director Date:

Party: ECOMADORIAN LINE, INC.

By: Chuck Schwarz 1/20/87  
Name: Chuck Schwarz Title: Vice President Date: